THE MAXWELL PHILOSOPHY

"People naturally follow people stronger than themselves. Even natural leaders tend to fall in behind those who they sense have a higher "leadership quotient" than themselves."

LAW #7 – The Law of _____.

<u>Learning the Law of Respect:</u>

People naturally follow leaders stronger than themselves.

<u>Living the Law of Respect:</u>

Six Qualities that Help a Leader Gain Respect:

1. **Natural Leadership Ability**
   One of the greatest pitfalls for natural leaders is relying on _____ alone.

2. **Respect for Others**
   True leadership is _____.

   a. When people respect you as a person, they _____ you.
   b. When people respect you as a friend, they _____ you.
   c. When people respect you as a leader, they _____ you.

©2011 Martinelli & Associates, Inc.

3. **Courage**

   This demands being willing to _____ _____.

   Do what's _____ .

   _____ failure, danger and criticism.

4. **Success**

   Success is an _____.

   People are _____ to accomplishments.

   _____ is cheap, _____ are priceless.

5. **Loyalty**

   This is a dying attribute – most of us want _____

   _____.

   Loyalty requires _____.

6. **Value added to others**

   This perhaps is the greatest _____ of respect.

<u>Leading others to the Law of Respect:</u>

Measure your level of respect

1. Look at the people you _____. Who chooses to follow you?
2. How do people respond when you ask for **commitment** or

   _____?

©2011 Martinelli & Associates, Inc.

Write a Purpose Statement.

Practice a habit or goal that will help you improve the Six Qualities that will help a leader gain respect.

Things to listen for so you can lead others to the Law of Respect:

- *My people are slow to change*
- *I can't get people to volunteer*

©2011 Martinelli & Associates, Inc.